

Job Description: Director, East Africa Region, AVPA

About AVPA

AVPA is building a pan-African network of social investors who will collaborate to increase the flow of Financial, Human, and Intellectual capital into social investments on the continent, in support of the continent's efforts to meet the 2030 SDG targets. Our Financial investors deploy capital across the *"continuum of capital"* i.e., Grants, debt and Equity towards Impact. AVPA's Head office is in Nairobi, Kenya with Regional offices in South Africa and Nigeria. We are also part of an international network of sister organizations that Include AVPN in Asia, EVPA in Europe and Latimpacto in Latin America.

AVPA's mission is to Increase the flow of capital into African social investments and support its effective and Innovative deployment for maximum social impact.

AVPA is looking to hire an Executive Director for its East Africa Region, based in the Nairobi office.

Role Summary

The Regional Director will be the point person for developing a robust East Africa regional network of social investors and funder base, working in concert with the full AVPA team, including counterparts in other regions as well as the regional Board. She or he will report to the CEO but will also have "dotted line" accountability to the Chair of the East Africa Board.

The Regional Director's responsibilities will include, but not be limited, to the following: -

1. Build out and engage the AVPA Network

- Be the contact person for AVPA in East Africa
- Work with the AVPA team to formulate membership, program goals and plans for the East Africa region.
- Identify and recruit new social investors and other partners into the AVPA network while ensuring retention of the existing ones.



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- Lead in supporting the delivery and execution of value-adding services and products to the East African network, delivering a positive customer experience for AVPA members and partners.
- Oversee the effective planning and execution of programs and membership services pertinent to current and prospective members in East Africa in line with addressing their needs.
- Serve as the key point person for contacts between AVPA and other relevant impact networks and organizations in East Africa.
- Build the AVPA brand in East Africa through planning and managing AVPA convenings (virtual and physical), attending relevant impact convenings, media appearances, speaking engagements and related events.

2. Resource mobilization

- Work with the AVPA team to formulate resource mobilization goals and plans for the East Africa region.
- Contribute to the Head office's Resource mobilization efforts by mobilizing regional resources – grants earned Income and non-Financial contributions - to meet AVPA's pan-African operational needs and program costs.
- Make contacts with prospective funders and partners and conduct meetings aimed at building interest in partnerships and/or membership.
- Work with the CEO, other regional heads, and the East African Board members to identify high-potential prospects and develop and execute outreach plans.
- Build, engage, and maintain a Funders/Financers network in support of Resource mobilization efforts in East Africa.

3. Operational responsibilities

- Lead all external AVPA activities in East Africa, from Planning to execution and tracking.
- Oversee implementation and compliance of internal management systems, policies and processes.
- Ensure AVPA's compliance with local regulations.
- Execute regional activities in line with the corporate operational and Strategic plans.
- Ensure up-to-date record management in Salesforce.
- Manage AVPA staff within the East Africa region and or others as required.



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- Manage and support the East Africa Board. In conjunction with the regional Company Secretary, plan, execute and follow up on Regional board meetings.
- Manage regional service providers including but not limited to Accountants, Auditors and payroll managers.

While the primary purpose of this role is to support the network in East Africa, all regional directors have responsibilities outside of their regional capacity to support pan-Africa programs/initiatives.

Candidate Profile

All candidates must have the following **qualifications and experience**: -

- At least a master's University degree or Development Finance qualifications are an added advantage.
- At least 10 years of relevant work experience, including engagement in the social sector and or Private Sector in experience in East Africa.
- Experience with fundraising (Grants, debt or Equity) for social purpose organizations or causes.
- Some working knowledge of and, ideally, direct experience with financial investment processes working with grants, debt, or equity.
- Proven track record of successful relationship building and management.
- Knowledge and experience in Innovative Finance (more specifically Impact investing) will be a significant added advantage.
- At least 5 years of senior and people management experience
- Experience in positions requiring professional-level engagement with leaders of stature.
- Must be eligible to work and live in Kenya.

The candidate will have the following **personal characteristics**:

- Passionate about the mission and creating significant social impact on the continent.
- High energy level; self-starter, able to work with high motivation and minimal supervision.
- Reliability in meeting commitments and deadlines on time and with high-quality results.
- Results-oriented and goal-driven, problem solver, committed to action and accomplishment.
- Professional style with skills and confidence to interface with senior leaders and executives.
- Desire to collaborate and a strong ability to forge sound relationships and build partnerships.
- Perfectly fluent in English. Command of French or other African languages would be a plus.



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- Willing and able to travel throughout East Africa.
- Highest personal integrity and reliability

To apply for this position, please send your CV (not more than 3 pages) and a cover letter (no longer than one page), **as separate attachments in the same email**, highlighting how your experience fits in with the role, to the AVPA Recruitment Team at jobs@avpa.africa.

In your email application, please use **“East Africa Regional Director”** as your subject line.

Deadline: Wednesday, March 22nd, 2023, COB 5 pm EAT



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